

# The Helen Delich Bentley Port of Baltimore

NOVEMBER/DECEMBER 2010

## SECURITY STEPS

Safety Efforts Get Wide Support



### Excited About Exports

U.S. Trade Rep's Visit  
Puts Port In National Spotlight

### Celebrating 95 Years

Many 'Family' Memories  
For Samuel Shapiro & Co.



# Individual Service...*Customized Results*

## SERVICES:

- ▶ Export Crating
- ▶ Warehousing
- ▶ Container Stuffing
- ▶ Over-Dimensional Cargo
- ▶ Heat-Shrink Preservation
- ▶ Foam-In-Place Packing
- ▶ ISPM-15 Compliant
- ▶ On-Site Packing
- ▶ Hazmat Packing
- ▶ Dangerous Goods Training
- ▶ Consulting Services



**NOW AT DUNDALK MARINE TERMINAL**

Woman-owned, small business

Photograph by: Kathy Bergren Smith

**GSA** Contract Holder

**[www.macpackllc.com](http://www.macpackllc.com)**

810 R Oregon Avenue  
Linthicum, MD 21090

**Tel:** 410.636.5540

**Fax:** 410.636.5546

**e-mail:** [info@macpackllc.com](mailto:info@macpackllc.com)



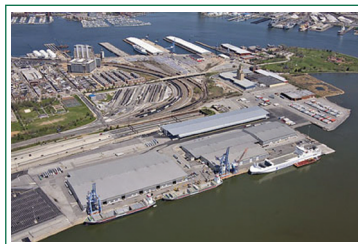
*Frank Burkhardt*

**Frank Burkhardt**  
*BalTerm employee for 11 years*



## One of our most important assets.

**Cleanliness, and the employees who keep it that way.** Partner with the company that's cleaning up when it comes to forest products warehousing, stevedoring and cargo handling. Of course, some might consider us a bit obsessive about keeping our warehouses and equipment clean,



but its that kind of attention to detail that puts BalTerm in a class by itself. Our warehouse floors are as polished as our reputation. And if our floors get this much attention, imagine the attention we give to everything else. **At BalTerm, our assets are your assets**



**[www.BalTerm.com](http://www.BalTerm.com)**

South Locust Point Marine Terminal

2001 East McComas St.

Baltimore, MD 21230

410.752.9981



# The Helen Delich Bentley Port of Baltimore

## MARYLAND PORT ADMINISTRATION

World Trade Center Baltimore  
401 E. Pratt St., Baltimore, MD 21202  
Toll Free 1-800-638-7519

### *Executive Director*

James J. White – 410-385-4401

### *Deputy Executive Director*

M. Kathleen Broadwater – 410-385-4405

### *Director of Operations*

Dave Thomas – 410-633-1043

### *Director of Engineering*

Doug Matzke – 410-385-4806

### *Director of Finance*

Vince Marsiglia – 410-385-4560

### *Director of Maritime Commercial Management*

Michael Miller – 410-633-1143

### *Director of Security*

H. "Bud" Frank – 410-633-1153

### *Director of Marketing*

Richard Powers – 410-385-4731

## OFFICE OF COMMUNICATIONS

410-385-4480

### *Director of Communications*

Richard Scher

### *Communications Coordinator*

Rebecca G. Barber

## FIELD OFFICES

<i>Chicago, Midwest</i>	Lewis Vrinios – 708-408-5337
<i>New York/New Jersey</i>	Charles McGinley – 908-964-0772
<i>Pittsburgh</i>	Richard Pagley – 724-657-6805
<i>Europe</i>	Bram van der Velden – 44-20-7387-7300
<i>Italy</i>	Mario Mancini – 390-10-839-7621
<i>Taiwan</i>	Shin I. Lin – 886-2-2314-8952
<i>Latin America/Caribbean</i>	Ricardo Schiappacasse – 410-385-4453

## PUBLISHER

**Media Two** | 1014 W. 36th St. | Baltimore, MD 21211  
410-828-0120 | Fax: 410-825-1002

### *President*

Jonathan Witty

### *Chairman*

Robert F. Martinelli

### *Vice President/ Advertising Director*

Randel McDowell

### *Editor*

Blaise Willig

### *Art Director*

Darby Lassiter

### *Graphic Designers*

Lanie Bologna, Libby Sanders

### *Advertising Account Executive*

Steve Lassiter

### *Staff Writers*

Nancy Menefee Jackson, Tykia Murray,  
Kathy Bergren Smith, Merrill Witty

### *Staff Photographer*

Kathy Bergren Smith

### *Project Director*

Kim Fortuna

Please address all advertising inquiries to Media Two, attention Steve Lassiter. Please address all editorial inquiries to Media Two, attention Blaise Willig. Material in this magazine may be reproduced in whole or part with a credit line reading "Reprinted from The Helen Delich Bentley Port of Baltimore Magazine." The Maryland Port Administration is an equal opportunity affirmative action agency.



**Maryland Department of Transportation**

Printed in U.S.A.



### GOVERNOR

Martin O'Malley



### LIEUTENANT GOVERNOR

Anthony G. Brown



### SECRETARY, MARYLAND DEPARTMENT OF TRANSPORTATION

Beverley K. Swaim-Staley



### EXECUTIVE DIRECTOR

James J. White

## MARYLAND PORT COMMISSIONERS



William Dockser



Donald C. Fry



Alvin Nichols



Peta Richkus



Theodore G. Venetoulis



Charles H. White Jr.



# Have containers... but no chassis?

***Bowman Transload to the rescue!***

## It's as easy as 1-2-3



**1 We transport your container with  
TWIC-certified company drivers and trucks**

**2 Transload cargo to/from Bowman vans  
or flat-bed trailers; or store until needed**

**3 Load/unload cargo to/from van or flatbed trailers  
at Bowman's cross-dock facility**

**One-stop, efficient and cost-effective transport  
for your import or export shipments**

Bowman's warehouse is within **FOREIGN TRADE ZONE #255**,  
and allows you to delay duty until you need to distribute your products.

**Bowman**  
**LOGISTICS**

**301-223-1007**

[www.bowmanlogistics.com](http://www.bowmanlogistics.com)  
[bowmanlogistics@dmbowman.com](mailto:bowmanlogistics@dmbowman.com)

HAGERSTOWN, MD

INDIANAPOLIS, IN

ATLANTA, GA





18



22



24

# November/December

## FEATURES

18

### Terminal Security

Efforts Of Escorts  
Contribute To Safety

22

### Trade Talk

Ambassador Tours Port  
To Talk About Job Growth

24

### Celebrating 95 Years

Close-knit Family Feeling  
At Samuel Shapiro & Company

#### CORRECTION

A list of "Shipping Agents & Lines" that appeared in the September/October Port of Baltimore Magazine should have included Evergreen Line. Local contact information is as follows:

#### Evergreen Shipping Agency (America) Corporation

8140 Corporate Dr., Ste. 205

Baltimore, MD 21236

410-513-1900, Fax: 410-513-1962

E-mail: balbiz@evergreen-shipping.us

www.evergreen-shipping.us

The Port of Baltimore Magazine regrets this omission.

## DEPARTMENTS

9

### Governor's Message

Team Effort Enhances Security

9

### Executive View

Dedicated Workforce Helps Port's Performance

10

### Soundings

Autos / Logistics / Newsmakers / Outreach /  
Security / Terminals / Trucking

16

### GreenPort

Wild About Wood at AWP

26

### Port Person

Vane's Ahern In Special Post

28

### Maiden Voyages

First Visit For Four Vessels

30

### Port View

Spicy Steamboat Service

**COVER:** This photo illustration shows one of the latest pieces of security equipment utilized by U.S. Customs and Border Protection to scan containers at the Port of Baltimore. The Smiths-Heimann Cargo Vision Mobile high-energy x-ray unit is part of CBP's non-intrusive inspection technology — one of several security steps taken at the Port. *Original Photos provided by Customs and Border Protection.*





# FROM PORT TO

The handling of your goods—from port to pickup to ultimate destination—has never been easier. Cowan Systems handles everything. We pick up the goods, transport them to our portside warehouse and hold them until we deliver in our lightweight fleet.

For you, that means:

- No looking around for someone to do pickup at the port
- No searching for a warehouse
- No extra inventory
- No trying to find a carrier for transport to final destination
- No hassles, period.

# DESTINATION

From the lightweight trucks that haul more, to the start-to-finish hassle-free transaction, we simplify the process, save you money and get the goods delivered just in time.

Cowan Warehousing. Value Plus. Value Throughout.

For more information or to obtain a customized quote, call Rich Cichon @ 410.247.0800 x1291 or email [warehousing@cowansystems.com](mailto:warehousing@cowansystems.com)

*It's All About the Service!*

since 1924



Food Grade • Liquor Permitted • R F Barcoding • On-line Inventory Access • Cross Dock Services

# «BELT'S» has EVERY Distribution App

We provide a  
diverse variety  
of distribution &  
warehousing  
applications to  
meet your needs



# «BELT'S»

Visit [www.beltslogistics.com](http://www.beltslogistics.com)

The Belt's Corporation ♦ 949 Fell Street, Baltimore, Maryland 21231



# Vital Security Steps Continue To Be Taken



Over the past nine years, the focus of port security has shifted dramatically. Prior to the September 11th attacks, port security was focused on preventing illegal contraband and theft. Today, protecting our ports is a central part of our work to keep our country safe from terrorist attacks.

To prevent terrorist attacks on our shores, we have strengthened security at one of the largest seaports in the country, the Port of Baltimore. These improvements are vital to protecting the thousands of men and women who work at the Port as well as the tens of thousands of Marylanders who live in surrounding communities.

The Port of Baltimore was one of the first Level II U.S. ports to implement the federal Transportation Workers Identification Credential (TWIC) card. Prior to implementing TWIC, we led a highly successful pre-TWIC enforcement initiative, which received recognition from other U.S. ports.

Over the last three years, we have taken a number of other steps to improve security at the Port of Baltimore, including a remote video surveillance system; improved access control at entry points; a new truck access plaza at the Dundalk Marine Terminal with

state-of-the-art security features; radiation portal monitors; and high-mast lighting and enhancements to the perimeter fence line.

Securing our ports is a team effort. With the help of our congressional delegation, we secured more than \$19 million in federal funds to protect our public terminals. We are also grateful for our partnership with the Coast Guard, Customs and Border Protection, and the Maryland Transportation Authority Police, who work with us every day to strengthen security at the Port of Baltimore.

Our progress has led to two consecutive outstanding Coast Guard security assessments in 2009 and 2010. We have achieved a great deal in a short time, but more work remains. By working together, we will continue to move forward toward our goal of making Baltimore one of the most secure ports in the nation.

**Martin O'Malley**  
Governor

# Encouraging Numbers Show Port's Strong Position



Recently, we announced that cargo that comes through the public marine terminals of the Port of Baltimore had begun to rebound following one of the most difficult economic periods in our country's history. This is very good news not only for the State of Maryland and the business of the Port, but it also means more hours of work for our strong labor force.

As of this writing, our auto business is significantly improving over the same period last year. Roll-On/Roll-Off, which had been slow to recover, is now up a healthy 12 percent. Containers, aided by our long-term agreements with Mediterranean Shipping Company and Evergreen, have jumped 18 percent, while rolled paper also continues to show signs of recovery.

The Port's public terminals handled more TEUs in each month of June, July and August this summer than during any other month in history. As Gov. Martin O'Malley said, that surge means consumer demand is on the rise, more goods are being produced, and more cargo is being imported and exported.

Throughout this difficult economic environment and the challenges it produced, our Port performed well due to our cargo

diversification. Although we suffered downturns in cargo tonnage like other ports, we were able to maintain market share in our key commodities. Baltimore still remains number one in the U.S. for imported forest products, imported Roll-On/Roll-Off, gypsum and sugar. We are second in the nation for exporting cars.

The Port of Baltimore remains as one of Maryland's key economic providers. About 16,700 direct jobs are generated by this Port. Our national reputation as one of the leading ports in the country is fortified by the men and women who work at our terminals. While the last couple of years have been challenging, and the climb back to pre-recession levels is a marathon and not a sprint, it is of tremendous comfort to the maritime community to know the Port of Baltimore will bounce back because of our dedicated workforce.

**James J. White**  
Executive Director

# SOUNDINGS

The happenings in and around the Port



## TERMINALS

### Rukert Unveils 50-Foot Berth and 500-Ton Mobile Crane

The 500-ton mobile crane, the largest on the East Coast, can discharge more than a thousand tons of bulk cargo an hour. But on Sept. 16, hanging from its block and hook, which weighs 5 tons, was a 9-liter bottle of champagne — the largest made.

The big bottle looked tiny against the mammoth crane, which rolled forward on its 80 tires and — on the first try — smashed the bottle against a bollard, formally opening Rukert Terminals' 50-foot berth.

Just a few minutes earlier, City Council President Jack Young and Maryland Port Administration (MPA) Executive Director James J. White had presented proclamations to Norman G. Rukert Jr., CEO of Rukert Terminals. The maritime community, in turn, praised the Baltimore City Council for passing the Maritime Industrial Zoning Overlay District (MIZOD), which paved the way for Rukert to build the terminal.

"I'd like to thank the City Council for making events like this possible," said White. "MIZOD was just so important to the maritime community."

The pier deck of the 950-foot wharf can bear a load of 2,000 pounds per square foot, but for the opening, it hosted a tent and tables for a celebratory lunch.

Noting that the new terminal replaced one that lasted "only" 40 years, Rukert said, "We're sticking with our motto of 'Build it and they will come,' and we've learned from the past — we designed it to last 100 years." 🌐



PHOTOGRAPHY COURTESY OF RUKERT TERMINALS / JASON PUTSCHE

## AUTOS

### Port Co-stars with Jay Leno's Jaguar

In 2009, TV talk-show host, comedian and car collector Jay Leno was asked to introduce the 2011 Jaguar XJ at a car show. As a result, he custom-ordered one for himself — a slate gray sedan with tan interior, super-charged V8 engine and Orton alloy wheels.

With dramatic flair befitting a Hollywood production, the car was recently captured on film while being shipped from Southampton, England, to the Port of Baltimore on board a Wallenius Wilhelmsen Logistics vessel, and then transported to Los Angeles.

In Baltimore, Amports received the car, which was then loaded onto a truck for its 2,500-mile journey. "Normally a car being sent to the West Coast would go directly to

California," noted Andy Peak of Amports. "But part of the story was the vehicle being trekked across America, going past American landmarks and through the desert."

Jaguar worked in collaboration with IN©, a freelance writing agency, to document the entire production and delivery process. Baltimore was chosen as the import site because of its ideal East Coast location, which offered a perfect starting point for the cross-country trip.

Reliable Carriers, Inc., used by Amports for special occasions such as this, drove the Jaguar through Indianapolis, St. Louis, Tulsa, Oklahoma City, Amarillo, Kingman and Palm Springs before reaching its ultimate destination: the Galpin dealership in Los Angeles. 🌐



COURTESY OF IN©



## NEWSMAKERS

### Jr. Association of Commerce Honors Lee

At the 37th Annual Port Leader of the Year Award Luncheon held on Oct. 26, the Baltimore Junior Association of Commerce bestowed the top honor on Christopher H. Lee.

Lee is the founder and managing partner of Highstar Capital, an independent, owner-operated private equity firm that makes value-added investments in infrastructure. Among Highstar's portfolio companies is Ports America Chesapeake, which was awarded a 50-year concession to upgrade and operate the Seagirt Marine Terminal in the Port of Baltimore. Improvements include a new 50-foot berth.

Lee is a pioneer in the infrastructure investment industry and has appeared on CNBC's "Street Signs." He graduated from Johns Hopkins University in 1974 and remains very active in Baltimore business and community issues. 🌐

## OUTREACH

### Sailors Stay Connected with New Wireless Technology

When merchant ships arrive at the Port of Baltimore, crew members are often stranded at the terminal due to security measures and other circumstances that might prevent them from leaving the area. As a result, they are often unable to access a computer or other device that would allow for effective communication with their families during their layover.

However, a high-tech remedy for this situation is now being offered by the Apostleship of the Sea (AOS), an organization that offers spiritual support and helps sailors feel as safe and comfortable as possible while in port.

MiFi, a new compact wireless router about the size of a cell phone, can connect up to five Wi-Fi capable devices at a time to points all over the world, giving sailors a new, advanced way of staying connected. "Some of these sailors spend up to 11 months at sea at a time without seeing their families," said Amy Middleton, Administrative Director of Operations for the AOS Port of Baltimore/Stella Maris International Seafarers' Center. Middleton added that, with MiFi, multiple sailors can communicate with their families and other loved ones through the Internet, via e-mail, instant messaging and even web cam and video chat.

The Rev. Msgr. John F. FitzGerald, Head of AOS Baltimore, describes MiFi as "a quantum leap forward" in technology that aids the organization's efforts to create a welcoming environment for sailors. 🌐

## OUTREACH

### Choptank Transport Recognized By Feeding America

Choptank Transport was named "Logistics Partner of the Year" by Feeding America, a charity that supplies food to more than 37 million Americans each year, including 14 million children and three million seniors. "Being recognized by Feeding America is a great honor for Choptank and our employees," said Geoff Turner, President and CEO. "Even more gratifying is the fact that our hard work and service directly affects the needs of millions of people across the country, and we are honored to be a part of it."

Based in Preston, Md., Choptank Transport is a full-service transportation provider specializing in truckload, refrigerated/frozen, van, flatbed and LTL services. It also offers intermodal and warehousing capabilities.

Feeding America announced the honor at the Food Sourcing and Operations Conference in Chicago in August. A month later, Choptank Transport received more recognition when it was awarded 14th place out of more than 100 companies vying for a place in *The Gazette of Politics & Business's* "Exceptional 53" program, recognizing Maryland companies for their organizational growth, innovation and community service. Marketing Manager Harriet G. Mills, above left, received the award on Choptank Transport's behalf. 🌐



COURTESY OF CHOPTANK TRANSPORT

## NEWSMAKERS

### Broadwater Moderates Environmental Discussion

Maryland Port Administration (MPA) Deputy Executive Director M. Kathleen Broadwater played a key role at the annual convention of the American Association of Port Authorities (AAPA), which was held in September in Nova Scotia.

Broadwater moderated a discussion on Port Environmental Initiatives and Sustainable Development. She also participated in a roundtable discussion highlighting the best practices and lessons learned from award-winning port projects; she focused on Facilities Engineering Awards.

The AAPA represents more than 160 public port authorities and includes 335 members, both firms and individuals, interested in the Western Hemisphere's deepwater ports. The AAPA enhances port management professionalism and advocates on issues critical to seaports. 🌐



## OUTREACH

### Ian International Goes Over the Edge for a Good Cause

Ian R. Lobas and several of the shipping experts at Ian International have posed a challenge for their fellow port-related businesses in the area: "We want to let other people in the transportation industry know that they should be getting involved to help the community," said Lobas, who recently displayed his own commitment to charitable causes by dangling from a rope 23 stories off the ground.

Lobas was among approximately 30 participants who rappelled from the top of Baltimore's Silo Point Luxury Condominiums (formerly the site of the largest and fastest grain elevator in the world) as part of Gaudenzia's "Over the Edge for Recovery" fund-raiser in September. Gaudenzia is a Baltimore-based provider of addiction treatment and recovery services; "Over the Edge" helped raise money for the nonprofit organization's Women and Children's Center.

"[Gaudenzia] is a fabulous, well-run, appreciative charity with exceptional people working for a great cause," Lobas said, adding, "We are grateful to our customers and the community to still have our doors open, and also that we are able to provide great quality shipping services to people like we have done for the past 23 years. Therefore, we want to do all we can to give back to the community. That is why, as a company, we participate in as many charity functions as we can to help raise money and awareness for those who are less fortunate."

Mary Jane Norris, Manager, Port Operations Services for the Maryland Port Administration (MPA), said, "It is heartwarming that the very busy members of our port community take the time to look beyond themselves to help people in need. Their generosity and commitment is admirable."

Ian International, headquartered in Hanover, Md., is a licensed customs broker for air and ocean freight forwarding, with full door-to-door transportation capabilities across the globe.

As MPA Trade Development Manager Cynthia Burman noted, "We are very proud to have Ian International as part of our port community and admire the work they do in and out of the international transportation industry." 🌐



## TRUCKING

### MMTA Names Patella As Intermodal Council Chair

Armand M. Patella Jr. of Picorp Inc. is the new chairman of the Maryland Motor Truck Association's Intermodal Council.

The Intermodal Council represents motor carrier members who provide intermodal drayage service for the Port of Baltimore, surrounding ports and the CSX and Norfolk Southern railroads.

A senior vice president with Picorp Inc., Patella brings more than 30 years of experience in the intermodal industry working for motor carriers, water carriers and terminal companies. 🌐





**PORTS AMERICA**  
GLOBAL REACH. LOCAL RESULTS.

**THE  
LARGEST**  
TERMINAL OPERATOR AND  
STEVEDORE IN THE UNITED STATES

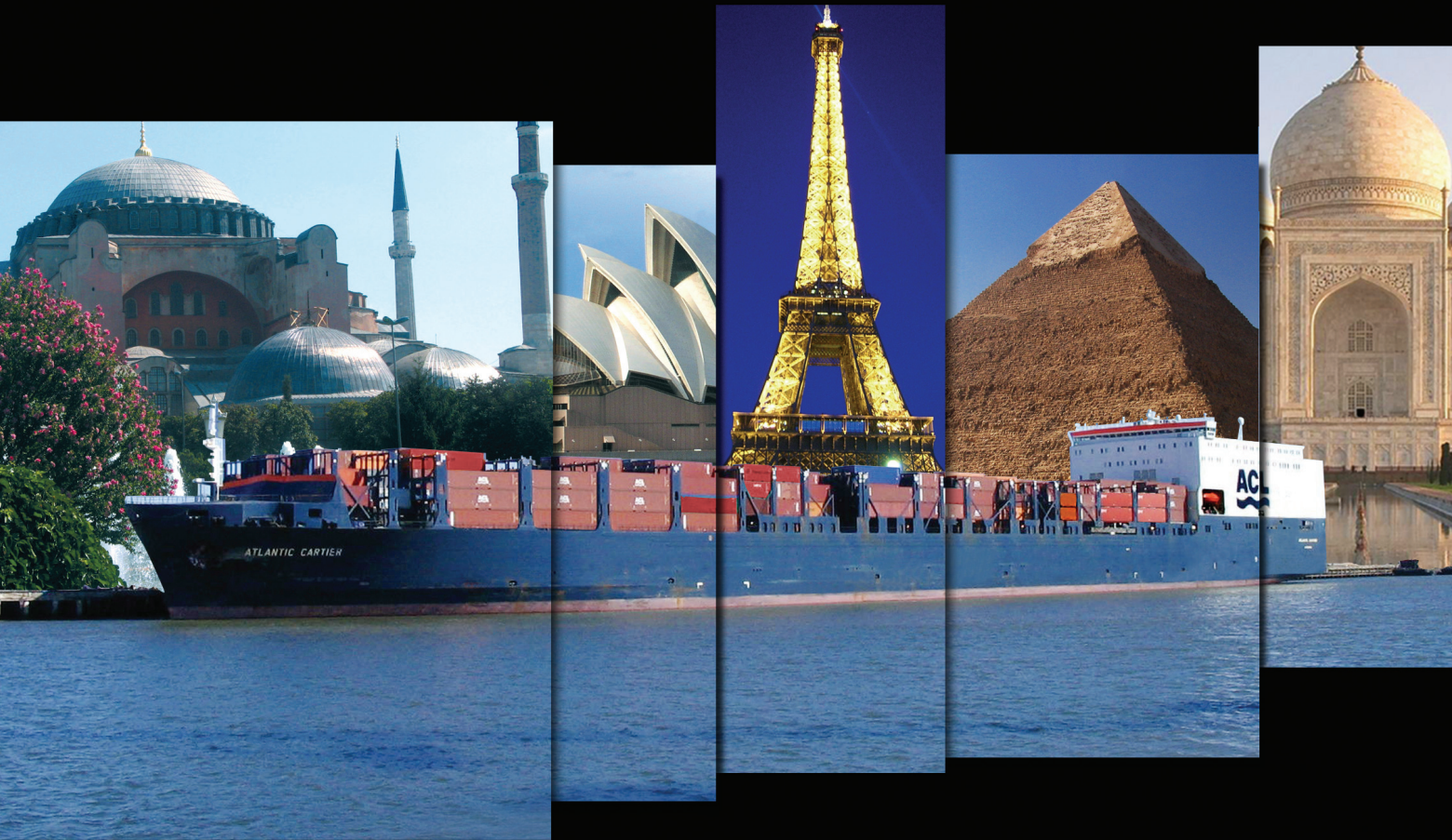
Phone: 410.631.5950  
www.PortsAmerica.com



Seagirt, Berth IV  
August 2012 completion  
50-foot MLLW berth  
4 super post-Panamax cranes



# We're Not Just For Europe



## **ACL'S COMBINATION RORO/CONTAINERSHIPS CARRY YOUR CARGO TO EUROPE, WEST AFRICA, MEDITERRANEAN AND THE WORLD**

Atlantic Container Line is more than a transatlantic carrier. We set industry standards in the transport of containers, project and oversized cargo, heavy equipment and vehicles. ACL is known for its consistency, dependability and responsiveness to our customers. We take pride in the special service that we deliver. ACL is the one constant that you can always trust and depend on for the most reliable RORO and Container Service to every part of the world.



800-ACL-1235  
[www.ACLcargo.com](http://www.ACLcargo.com)





## LOGISTICS

### Toyota Gives WWL Quality Service Award

Wallenius Wilhelmsen Logistics (WWL), which specializes in finished vehicle logistics, received the 2009 Toyota Logistics Services award for quality service and performance.

The award is in recognition of the third-party logistics provider's vehicle processing operations at the Port of Baltimore, where WWL provides processing and terminal services for Toyota's export vehicles. 🌐

## SECURITY



COURTESY OF SECURITAS

*From left: Tony Buscemi, Area Vice President for the Maryland Area of Securitas; Nicholas Mize, Securitas Project Manager/Port of Baltimore; Robert Moore, Securitas Assistant Project Manager/Port of Baltimore; Ronnie Harris, Supervisor; and Bud Frank, MPA Director of Security.*

### Securitas Supervisor Completes Training

Ronnie Harris is the first Securitas Supervisor at the Port of Baltimore to complete all four modules of the company's supervisor training program. Securitas provides uniformed security to the Port.

Each program module blends four to six hours of classroom instruction with

online pre-requisites; the entire program takes more than six months to complete. The modules — The Role of the Supervisor, Coaching and Counseling, Managing Performance, and Service Excellence — teach risk management, human resources issues, accident investigation and motivating employees. 🌐



## McALLISTER TOWING OF BALTIMORE



# LEADING THE WAY

[www.mcallistertowing.com](http://www.mcallistertowing.com)



# "Faith moves mountains. We move everything else"

Nordana offers direct service from the U.S. Gulf and East Coast to North Africa and the Mediterranean and vice versa.

We specialize in carrying rolling stock, yachts, project and heavy lift cargoes. We are proud to say that we are the number one choice for many key projects all over the Mediterranean.

Our regular ports of call include;

- Houston
- Jacksonville
- Baltimore
- Mostaganem
- Tarragona
- Genoa
- Alexandria
- Mersin
- Izmir
- Misurata
- Leghorn
- Sagunto

Other ports such as Piraeus, Istanbul, Sfax, Skikda, Benghazi, Tobruk, El Khoms and more are serviced subject to inducement.

*For further details please contact*

*Nordana USA, Inc.*

- Houston P: +1-713-462-0668
- New York P: +1-212-363-4090

*Nordana Denmark (Headoffice)*

- Rungsted P: +45-45-17 77 77

## NORDANA



- part of Dannebrog Group  
[www.nordana.com](http://www.nordana.com)



# GreenPort

MPA's Environmental Stewardship > > > >



## FIRST IN FOREST STEWARDSHIP

### With a Global Reach, Allegheny Wood Products Continues Eco Commitment

Allegheny Wood Products (AWP) is proving that logging and environmental stewardship are not mutually exclusive.

John and Patricia Crites founded the family-owned hardwood sawmill company in 1973 in Riverton, W. Va. "They formed a company that worked hard at producing high-quality lumber in a safe and environmentally sound manner from our region's most abundant renewable resource," said John Crites II, President of AWP.

Based in the heart of the Appalachian hardwood region — home to red oak, white oak, cherry, basswood, hard and soft



PHOTOGRAPHY COURTESY OF AWP

at all of its locations. "This certification acknowledges that AWP's timber harvesting and procurement policies and practices are legal and sustainable," Alanko explained.

The entire Executive Committee at AWP became involved in the initial FSC certification process and remains involved today. The FSC committee ensures that proper training, record keeping and communications are taking place. In August, AWP successfully passed its one-year compliance audit for FSC certification.



AWP has developed a reputation among its clients for excellence in service, product quality and sustainability.

maple, ash, and yellow poplar — AWP has grown to include five sawmills and two dry kiln concentration yards, and markets its products worldwide. "China is the largest export destination for AWP lumber," said Dean Alanko, Vice President of Sales & Marketing, "but Spain, Portugal, Italy, Germany, Egypt, Jordan, Vietnam, Japan and Mexico are also markets that AWP ships into regularly."

AWP has developed a reputation among its clients for excellence in service, product quality and sustainability. It was the first recipient of the National Hardwood Lumber Association's Forest Stewardship Award in 1996, and in November 2009, AWP became Forest Stewardship Council (FSC) certified

Meanwhile, the Port of Baltimore has gained a strong footing as AWP's "Green Port of Choice." Approximately 80 percent of AWP export shipments go through Baltimore. Drying operations in Marble, Pa. and Hazelton and Petersburg, W. Va., ship almost exclusively out of the Port. "Over the years, the Port of Baltimore has been not only convenient from a location standpoint but the service we receive has kept us in the game when competing in the global market," Alanko said.

Jeanne Swain, Export Agent for Casey Overseas, an AWP partner for 20 years, noted, "Logistically, the Port of Baltimore is the sound business choice for their [AWP's] export endeavors. Over the years, their exports have grown as they

have expanded their markets, and I enjoy working with them every step of the way."

Rick Schiappacasse, Director of Forest Products Trade Development for the Maryland Port Administration, said, "The Port of Baltimore appreciates AWP for its part in managing forest sustainability through its Forest Stewardship program. This will create employment and business success for generations to come."

In addition to maintaining FSC certification, AWP also employs more than 25 professional foresters who promote the principles of sustainable forest management by practicing forest regeneration, maintenance of soil productivity, protection of water resources, and the protection of threatened and endangered species on AWP timberlands.

Kelly Riddle, Vice President of Forest Resources at AWP, praised the company's foresters for their ability to "take very seriously the responsibility of managing our forests to meet our present needs, while also enhancing and ensuring the opportunity for future generations to live, work and enjoy our most renewable resource." 🌍



# On Course for the Future

With over a century of experience in the maritime industry, Vane Brothers has grown to a full service petroleum transport enterprise serving the Eastern Seaboard from New England to the Gulf of Mexico. On course for the future, our attention to safety measures, to our customers, and to our personal service remains paramount to the important work that we do.



BALTIMORE ★ NORFOLK ★ PHILADELPHIA

## The Vane Brothers Company

**BUNKERING ★ MARINE TRANSPORTATION ★ LIGHTERING**  
Offering Intermediate Fuel Oil, Marine Lubricants, Marine Diesel Oil, Bunker C, Gas Oil, Water

### LAUNCH SERVICES

Customs, Inspectors, Crew, Agents, Ships Stores

### MARINE SAFETY AND SERVICES

Sales, Supplies and Inspections, USCG Approved

[www.vanebrothers.com](http://www.vanebrothers.com)

410-631-7773 ★ 2100 Frankfurst Avenue ★ Baltimore, MD 21226



# PORT ESCORTS

## Four Service Providers Take Steps Toward Increased Port Protection

**A**fter 9/11, the nation took a harder look at security issues, including how to make huge, busy, yet vulnerable ports safer. A year later, in 2002, the Maritime Transportation Security Act was passed. Then an important modification was instituted in January 2008, when the federal government started the Transportation Workers Identification Credential (TWIC).

Tamper-resistant, biometric TWIC cards are now regularly issued to workers who need access to ports and vessels. But getting a card isn't always easy — it requires a thorough background check by the FBI — and it's not always practical for people doing business with a port on an occasional basis — someone who might come once to pick up an expensive car or a company that doesn't regularly send cargo via ships.

"The balance between security and cargo can be difficult at times," said Bud Frank, Director of Security for the Maryland Port Administration (MPA). "It can be difficult to maintain a working terminal while being secure."

The Port of Baltimore's solution was to license four companies to provide escort services for those with legitimate businesses but no TWIC card. The companies are A-1 Escort Service, Americas Security Escort Service, American Ship Service and C&D Logistics Services.

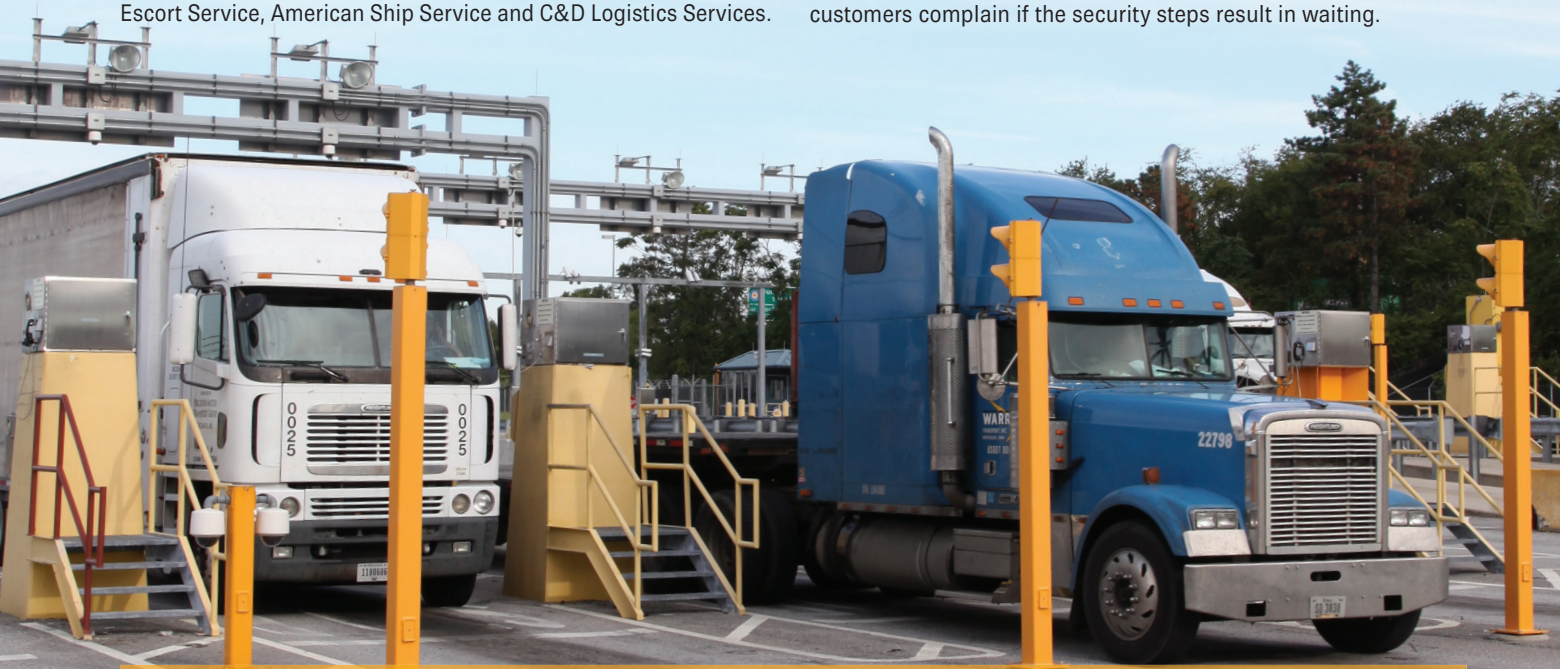
"We provide a service where we have people with TWIC cards escort people who don't have them," explained Cherise Taylor Alexander, the owner of A-1 Escort Service. "We act as an added level of security. We stay with them the entire time that they are on the Port — wherever they go, we go, even if it's to the bathroom."

Alexander started A-1 Escort Service in June 2009 along with her brothers Garret and Donovan Taylor, both of whom were previously owner-operators in the trucking industry. The company has since grown to 15 employees working with truck drivers who pull into the A-1 lot on Broening Highway.

Alexander enjoys the variety of people she meets, from corporate clients to truckers. "People in the trucking industry are very laid back, and I was very deadline-oriented," said the former manager of a Wilmington-based TV station. "I had to learn how to relax a little and take it down a couple of notches."

But her background has served her well, as she focuses on customer service and marketing her company. "Customer service is our No. 1 priority," Alexander said. "We have a lot of repeat customers and we treat them like they matter, because they do matter to us."

In a business where time is money, it's not surprising that customers complain if the security steps result in waiting.



## What To KNOW BEFORE You Go



Companies, trucks and truck drivers must register with eModal ([www.eModal.com](http://www.eModal.com)) in order to enter the Port. Even if you have an escort, you will not be allowed to enter if you have not registered with eModal. Registering with eModal is free, but it requires a valid e-mail address.



"We make sure they get to their appointments," Alexander said. "We get them in and out, and we have very competitive pricing."

In addition to national rules, individual ports have varying standards for escorts. Some ports include the term "shoulder to shoulder" to describe where the escort should be in relation to the customer.



*Donovan Taylor, Cherise Taylor Alexander and Garret Taylor started A-1 Escort Service in 2009.*

But common sense usually dictates what is needed. "As long as you don't have to holler at them for them to hear you," said John "Chip" Williams, Office Manager at Americas Security Escort Service. "If they're never out of our sight, they don't have a chance to sabotage."

Chip's mother, Louise Williams, owns Americas Security, which grew indirectly out of an oil field inspection business that she operated. Truck drivers started asking about the TWIC initiative, so the Williamses began contacting ports nationwide.

"The next thing we know, we became the first legitimate TWIC Escort Service in the U.S., according to insurance companies," Chip Williams said. Now Americas Security has 14 employees and two Baltimore locations, at the Transportation America Travel Center and on Broening Highway.

"We've got a good working relationship with the Port," Williams said.

The hours for escorts can be long. A-1's Alexander recalls escorting someone who was picking up a \$100,000 car. The customer's key jammed in the lock, and the car company dispatcher told them not to leave the vehicle — so the escort stayed with the customer overnight until the car company could send someone to fix the lock.

Another customer Alexander escorted was shipping a multimillion-dollar yacht to a sheik. "It's amazing the things we see that roll onto the lot that need to be shipped overseas," she said.

A-1 employee Nicole Palmer finds the work interesting. "You learn so much about

**WE DON'T DROP  
ANCHOR OR  
MAN THE DOCKS**

**WE DELIVER  
COST EFFECTIVE,  
QUALITY  
FUMIGATION  
- ON TIME**

**IT'S THAT  
SIMPLE**

**WESTERN<sup>®</sup>  
FUMIGATION**

**800-542-1542    [westernfumigation.com](http://westernfumigation.com)**  
*Servicing the Eastern United States Ports since 1928*

**Moss Marine USA**

**Workshop Services & Specialty Products**  
*Ship & Industrial Equipment Repair*

- ★ Hull ★ Piping Systems ★ Cargo Gear ★ Ramps ★ Welding ★ Machining ★
- ★ Cranes & Rigging ★ Main Propulsion & Auxiliary Machinery ★ Underwater Services ★

**www.mossmarineusa.com**  
**(410) 542-8775 | FX (410) 542-8115**

Philadelphia • Baltimore • Wilmington, DE • Richmond • Hampton Roads • Morehead City  
Wilmington, NC • Savannah • Brunswick • Jacksonville • Fernandina

# T. Parker Host

SHIP AGENTS AND BROKERS

## Baltimore

*"your HOST on the waterfront since 1923"*

2200 Broening Highway, Suite 230  
Baltimore, Maryland 21224  
Telephone: (410) 633-4666  
Fax: (410) 633-2993  
Telex: 6734714 HOSTMD  
e-mail: [mdops@tparkerhost.com](mailto:mdops@tparkerhost.com)  
Website: [www.tparkerhost.com](http://www.tparkerhost.com)




the terminal and how things are moved and shipped," she said. "You meet interesting people."

One of the biggest challenges faced by escort companies is making customers understand how the eModal electronic registration system works. Truckers going to Dundalk or Seagirt marine terminals must be registered with eModal even if they have an escort service.

A truck with an escort gets one complimentary visit to the Port without registering. The confusion arises because the truck must be registered on its second time through — even if it's the driver's first time. Also, some drivers think because they were allowed in once, they can go in again.

Frank explains that most terminals have two security levels: areas that are secure and areas that are restricted, with the latter having more stringent entry requirements. Because the Baltimore terminals are so large, with so many operations going on, it's simpler to treat the entire terminal as a restricted area.

"With multiple terminal areas at Dundalk, each would have to create their own restricted areas," he said. "It would be a nightmare."

Ultimately, the Port is more secure as a result of TWIC. "Not only is it protected from terrorism, but from criminal activities as well," Frank said. "I have been pleased. From a security standpoint I don't see gaps, and that was my biggest concern. If we make sure everyone who goes in the gate is properly vetted, then we can make sure what goes on at the Port are good business practices." 

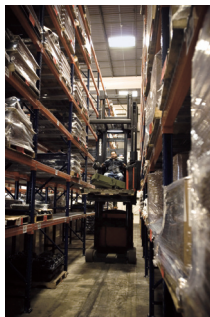
## BENTLEY WORLD-PACKAGING LTD.

- ♦ Export & Military Packaging since 1942
- ♦ Package Kitting Services
- ♦ Compliance to all Military Standards for Packaging
- ♦ Mobile Packaging Services
- ♦ Warehousing & Distribution

### Custom Packaging & Supply Chain Solutions



- ♦ Quality Control & Inspection
- ♦ Package Engineering Services & Design
- ♦ All facilities ISPM 15 Certified
- ♦ RFID & UID Labeling



6301 Erdman Ave.  
Baltimore, MD 21205  
TEL 410-483-6250  
FAX 410-483-6254  
[www.bentleywp.com](http://www.bentleywp.com)

## PORT ESCORT SERVICES



### A-1 Escort Service

302-655-4030  
[portservices@a1escortllc.com](mailto:portservices@a1escortllc.com)  
[www.a1escortllc.com](http://www.a1escortllc.com)

### Americas Security Escort Service, LLC

985-385-2737  
[eyes@ases.llc.com](mailto:eyes@ases.llc.com)  
[www.ases-llc.com](http://www.ases-llc.com)

### American Ship Service

410-342-8810  
[amershipser@yahoo.com](mailto:amershipser@yahoo.com)

### C&D Logistics Services

410-979-3294  
[cdlogisticsops@gmail.com](mailto:cdlogisticsops@gmail.com)





## Compete Globally<sup>2</sup>

The new CSX intermodal terminal will not only be more centrally located to Baltimore and Washington, D.C., it will also greatly increase double-stack capacity along the entire East Coast and into the Midwest. Along with service to more markets, better connectivity and greater throughput capacity, the facility will provide transit that is 24 to 48 hours faster from coast to coast. Most importantly, it will strengthen our nation's ability to compete globally.

Find out more at [nationalgateway.org](http://nationalgateway.org).



National Gateway



# EXPORTS ARE TALK OF TOUR



## U.S. Trade Representative Visits Baltimore To Promote President's National Initiative

**A**mbassador Ron Kirk, United States Trade Representative, visited the Port of Baltimore in September to highlight the important role that exports play in economic recovery and job creation. Ambassador Kirk said that President Obama is seeking to double the nation's exports within the next five years through the National Export Initiative.

BY KATHY BERGREN SMITH | Photography By Bill McAllen



"Exports are a great way to grow the economy, and the Port of Baltimore is a wonderful model of how we can do it," said the Ambassador. He added that, while many people do not see the federal money spent on infrastructure in the nation's ports, it is essential because the ports are "job-creating magnets," and that businesses engaged in export hire faster. So increasing exports means speeding recovery and job creation.

"Because of our dominance in RO/RO [Roll-On/Roll-Off] and automotive exports, the Port of Baltimore was an excellent setting for the Ambassador to see the jobs created in a diversified port like ours," said James J. White, Maryland Port Administration (MPA) Executive Director.

The Ambassador toured the Port with White, U.S. Representatives C.A. "Dutch" Ruppersberger and John P. Sarbanes, Maryland Secretary of Business and Economic Development Christian S. Johansson and Port Commissioner Peta Richkus. Afterward, a business roundtable took place at the World Trade Center in Baltimore.

Congressman Ruppersberger said that Kirk, the President's principal trade representative, "gets it" when it comes to the importance of ports to economic growth. He said that in addition to the 120,000 jobs that the Port of Baltimore supports, port-related businesses contribute \$3.6 billion in wages and salaries. Congressman Sarbanes praised Maryland's companion program to the federal National Export Initiative. The program, outlined by Secretary Johansson, is part of an aggressive plan to attract new businesses to Maryland.

Rather than focusing on the challenges that have resulted from the recent economic downturn, the Maryland Export Initiative has sought to capitalize on opportunities afforded by the growth in exports by partnering with small businesses and providing them with the resources to create a global footprint.

For 2009, the \$9.2 billion in total Maryland exports included \$1.9 billion in exports to Asia, according to the U.S. Department of Commerce. 🌐



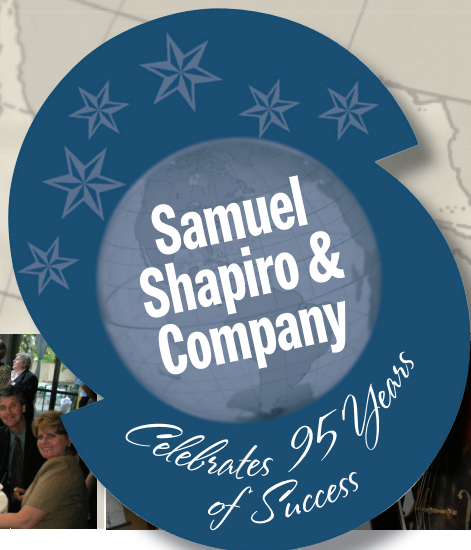
*From left, Ambassador Ron Kirk with Port Commissioner Peta Richkus, U.S. Reps. John P. Sarbanes and C.A. "Dutch" Ruppersberger, MPA Executive Director James J. White and DBED Secretary Christian S. Johansson.*

*After the Port tour, Ambassador Kirk was involved in a trade roundtable at the World Trade Center that included WWL's Mike Derby, above, and Mark Lipschitz of Nina Company, at right.*





## Logistics Firm Puts Family & Customers First



Sig & Margie Shapiro.

KATHY BERGREN SMITH



**A** S THE STORY GOES, WHEN SAMUEL SHAPIRO STARTED HIS OWN BUSINESS AT THE AGE OF 20, PRETTY MUCH ALL HE HAD GOING FOR HIM WAS THREE YEARS OF EXPERIENCE AS A CUSTOMS BROKER. OH, AND A \$5 ROLL-TOP DESK. ¶ THAT WAS 1915 — 95 YEARS LATER, THE BUSINESS CONTINUES TO GROW STRONGER WITHOUT LOSING SIGHT OF ITS HUMBLE BEGINNINGS.

BY BLAISE WILLIG

Fostering a close-knit family environment, Samuel Shapiro & Company, Inc. serves the importing, exporting, consulting and transportation needs for a diversified portfolio of air, ocean and domestic cargo customers. A large number of these customers have been with the company for more than a decade.

In August, Shapiro celebrated 95 years of service with a jazz-infused event at The Baltimore Museum of Art. During the gala, Michael Lovejoy, Baltimore Field Operations Director with U.S. Customs and Border Protection, awarded Samuel's son, Sig Shapiro, the prestigious U.S. Customs Ensign Award.

Another highlight of the evening for the more than 150 attendees was seeing Sig sit in with a jazz band to supply some musical entertainment. That was the route Sig's life could have taken in 1948 when he was trying to decide whether he wanted to be a jazz drummer/pianist or work in a "less glamorous arena" with his father. International trade ended up allowing him to travel while still "gigging" from time to time.

Sig took the helm at the firm in 1968 and then in 2002 handed the wheel to daughter Margie, the company's current President and CEO. "It's been a stunningly interesting evolution," Sig said, "embracing two world wars, a couple of recession/depressions, and yet, through it all, steady growth."

Maryland Port Administration (MPA) Executive Director

James J. White noted, "Samuel Shapiro & Company has been a longtime presence within the Port of Baltimore community and is one of the reasons for the Port of Baltimore's overall success. Sig is a true professional and a fine gentleman, and I'm pleased that Margie has taken the helm so well from her father and led the company so skillfully."

Sig remains a strong presence in the industry, and Margie still sees him a few times each week at the company's North Charles Street headquarters. "Nothing makes me prouder than

AT A GLANCE

- Headquarters: 100 North Charles Street, Baltimore
- Woman-owned company supported by a dedicated management team and staff, more than half of whom are women
- More than 100 employees and worldwide strategic alliances
- Licensed customs brokers make up more than one-third of staff

[www.shapiro.com](http://www.shapiro.com)





to represent the third generation of this Baltimore-based family business," Margie said during the anniversary gala. "My grandfather, and my father after him, committed their heart and their lives to this company, its employees and the City of Baltimore."

The company's success, according to Margie, is based on a balance of family ideals and a forward-thinking management team. "We are modern, but we are old-fashioned," she said. "We are still grounded by the company's roots and the \$5 roll-top desk of which my grandfather was so proud. We still honor its essence, its soul and its philosophy: to serve as an extension of each of our customer's businesses, providing compliant, stellar and proactive service. This will never change."

James Speitel of Pennsylvania-based Peerless Hardware has been doing business with the logistics firm for more than 17 years. "Being a small company, we rely heavily on Samuel Shapiro to not only keep us informed but handle the necessary work to keep our shipments moving on time," Speitel said.

Mary Jane Norris, Manager, MPA Port Operations Services, presented a ceremonial ship's wheel to Shapiro during the 95th anniversary event. "In this day and age, it is such an accomplishment for any company to grow and thrive," Norris said. "For a family-owned and -operated company to not only exist, but to keep growing for 95

years, is almost unheard of. And to see a daughter at the helm of the company, rather than a son, is a testament of how Shapiro keeps moving forward with the times."

The roots of the MPA run back to the 1950s, and Samuel Shapiro & Company was there. As Sig explained, "My dad was involved, as was I, in my youth, in efforts to give birth to the MPA. The whole maritime community, the state legislature and private industry were involved up to our necks. We lobbied, promoted and met with any interested parties to see it come to fruition."

As for Shapiro's success and longevity, the MPA's Norris believes it comes down to two ideas: "They are committed to the companies they represent and they change with the times." The company is particularly proud that its information technology products are designed and managed in-house, and that logistics solutions are custom-fitted to each customer's specific business.

With the company's 100th anniversary just down the road, Margie noted that an emphasis will remain on "providing tailored, stellar, sophisticated, technological and compliant solutions to our customers." She added, "Our focus now, like back in the day of my grandfather, is to grow, with our customers as our focus, serving as an extension of their businesses, and protecting and guiding them in this ever-changing industry." 🌐

## Samuel Shapiro & Company TIMELINE

**1915:** Company founded by Samuel Shapiro (first-year profit: \$50)

**1918:** At World War I's conclusion, Shapiro appointed by U.S. government to act as forwarding agent for grain shipments to Europe

**1938:** Shapiro is incorporated

**1945:** Post World War II, Shapiro renews European relationships, leading to decades of significant growth

**1968:** M. Sigmund "Sig" Shapiro succeeds father Samuel as President. Samuel remains Chairman and active in business until his death in 1987 at age 92

**2002:** Marjorie "Margie" Shapiro is appointed President & CEO, the family's third generation to head business

© 2010 Country Inns & Suites By Carlson, Inc. All Rights Reserved.



You'll love every piece of this Country.



I love this Country.™

As our guest, you don't just stay at our hotel, you live in them for a while. We treat you like family. So visit [countryinns.com](http://countryinns.com) and see why we'll have you saying, "I love this Country."

Exit 64/I-95 at I-695 • 8825 Yellow Brick Road • Baltimore, MD 21237  
800-456-4000 • 443-772-5000  
[countryinns.com/hotels/mdbalnor](http://countryinns.com/hotels/mdbalnor)

Build your future at  
**CHESAPEAKE**  
COMMERCE CENTER



Build-to-suit and lease opportunities

Unparalleled access by land, rail and sea

Tax incentives available

**Duke**REALTY

For more information, please contact  
John Macsherry at 410-843-0705



## LORENA JOHNSTON AHERN

### Vane Bros. Compliance Specialist Cares for Environment

Lorena Johnston Ahern's favorite part about her job at The Vane Brothers Company is jumping onboard tugs and riding the open seas. Fortunately, she gets to do that quite often in her role as Compliance Specialist in the company's Health, Safety, and Environment department.

One or more times a week, Ahern travels up to Vane's Philadelphia site, where most of Vane's fleet is now located, to work the tugs.

At the heart of Ahern's job is "making sure we are complying with all regulations." When the U.S. Environmental Protection Agency (EPA) recently authorized a new Vessel General Permit to regulate the possible discharge of pollutants in the normal operation of vessels, Vane Brothers was quick to respond. "We were one of the few companies to volunteer to provide samples to the EPA for the Vessel General Permit and were able show them the system we had in place to comply with this new permit," said Ahern. "We have a

very good relationship with the EPA — and we should!"

Ahern makes sure permits are in place and compliance is executed to the letter for such things as the Spill Prevention Control and Countermeasure (SPCC) Plan. "As a facility, we have to have that permit from the Maryland Department of the Environment," she said. "At each place where we have transfers, we have 55-barrel spill kits available. It includes spill response material, such as absorbent pads, to contain any spills that could occur, along with other countermeasures."

Ahern also conducts training, facility walk-throughs and drug testing; deals with storm water management; monitors health issues; and handles recordkeeping. She is the document control manager for the International Safety Management System. In fact, according to Ahern, "We have so many programs we're responsible for, it would be ridiculous to list them all!"

She is proud that Vane Brothers regularly tests crew hearing, and teaches them CPR. "I really enjoy

BY MERRILL WITTY | Photography By Kathy Bergren Smith



educating, helping our fleet be compliant and answering any questions they have," Ahern said. "It's so rewarding."

She added, "Our guys have so much to do just operating these tugs and barges. Yet they enjoy learning and taking that information back home to their personal lives, asking 'How do you do CPR on a baby, or a child?'"

Ahern is on the Port Alliance's Environmental Committee, whose compliance workshops are held at Vane Brothers. There is a different topic for each workshop, and

**"I enjoy working for a company whose emphasis is on doing the right thing, not because it has to, but because it wants to."**

the EPA is the presenter. "We invite everyone in the Port community to come and learn and ask questions directly to the regulators that are enforcing these regulations," she says.

Ahern's passion for the environment has been fueled by her exotic background. She was born in Venezuela and schooled in Egypt, Colombia, Ecuador and Argentina. "I used to mountaineer and climb in the Andes," she said, noting that she hasn't found quite the same environment locally. Nevertheless, she claims she fell in love with Baltimore at first sight, when visiting a friend in 2000.

She and husband Michael, also a Vane Brothers employee, live near Patapsco State Park and take full advantage of what it has to offer. In addition, Ahern volunteers at the TriState Bird Rescue, just over the Delaware state line. She cares for oily birds that have been involved in spills, newborn birds that have fallen out of their nests, and any other feathered fauna that comes their way in need of assistance.

She's an avid photographer — of nature, naturally — and enjoys the environmental classes to which Vane has sent her. "Vane is very generous in providing further education for the position you're in," Ahern said.

Although the Vane job, which she started in 2006, is her first experience in the maritime field, she feels it's a perfect fit. "I enjoy working for a company whose emphasis is on doing the right thing," she said. "Not because it has to, but because it wants to." 🌐



**ROYAL**  
LOGISTICS INC.

Warehousing and distribution of containerized cargo from the Port of Baltimore.

We also provide container drayage and cross-docking services.

Specializing in import/export of wood products.

**ROYAL**   
LOGISTICS INC. Phone 410-354-9501  
Fax 410-354-9503  
www.royallogisticsinc.net

**SOME SERVICES WE OFFER:**

- > 60,000 SF
- > Rail Access
- > Contract Warehousing
- > Container Stripping
- > Quick Turnarounds on Containers
- > Minutes from the Port of Baltimore
- > Fenced-in Gated Facility
- > Flat Rate Distribution



**FIVE STAR SERVICE**

 **Picorp Inc.**  
Baltimore

**Container Yard Services  
Trucking & Logistics  
Maintenance, Repairs, & Storage**



**Trailer Repair & Service  
Mobile Repairs**



**Container Sales  
& Modifications**

MAIN OFFICE: 410-633-7800 WWW.PICORPBALT.COM 6508 EAST LOMBARD STREET  
TRAILER DIV.: 410-633-8120 BALTIMORE, MD 21224



# OBER | KALER

Attorneys at Law

## Exceptional Guidance.



Offering more than 100 years of experience, Ober|Kaler counsels local, national and international businesses in all aspects of the maritime industry. Our casualty response lawyers are on call 24 hours a day at 410-685-1120.

- Maritime Casualties
- Ship Finance
- Marine Insurance
- Immigration
- P&I Correspondents
- Charter Party Matters
- Labor and Employment
- Environmental Claims

For more information, contact Geoffrey Tobias, Tony Whitman or Patrick Cameron at [admiralty@ober.com](mailto:admiralty@ober.com).

[www.ober.com](http://www.ober.com)



MSC's Marco DiCasagrande, MPA's Cynthia Burman and Capt. Vorneliu Vasilache.

## Just Arrived: Northern Juvenile

Sailing under the flag of Liberia, the MSC Northern Juvenile arrived at the Port of Baltimore. The container carrier measures 332 meters by 43.2 meters and has a capacity of 8,400 TEUs.

**Agent:** On Deck Services

**Stevedore:** Ports America

**Towing:** Moran Towing of Maryland

## Heavy Lifts to 275 Ton Capacity Pile Driving

## Salvage Marine Construction



**McLean**  
CONTRACTING COMPANY

Serving the Marine Industry Since 1903

Contact John Olgeirson 410-553-6700 [www.McleanCont.com](http://www.McleanCont.com)  
McLean Contracting Co. / 6700 McLean Way / Glen Burnie MD 21060



Chief Officer Ricardo Fernando, Jr., Capt. Il Hwan Kim, MPA's Cynthia Burman, Scott Senko of NYK Line and Inchcape's Matthew Lyneis

**CALL NOW!**  
Get Online Today!

## PORT OF BALTIMORE



## ONLINE DIRECTORY

### POBdirectory.com

The Must-Have Online Resource  
for Maritime Industry Leaders

Contact Steve Lassiter  
for more information:

443-909-7828

[steve.lassiter@mediatwo.com](mailto:steve.lassiter@mediatwo.com)



## First Visit for Volans Leader

The pure car/truck carrier Volans Leader arrived at the Dundalk Marine Terminal to load 470 units and unload 12 units. As a member of the NYK Line (North America), the vessel flies the flag of Panama and measures 199.94 meters by 32.26 meters.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing:** Moran Towing of Maryland





Capt. Igor Bunenkov, MPA's Cynthia Burman and Joseph Lis of Terminal Shipping Co.

## First Visit for Flevoborg

The M/V *Flevoborg*, a 156 meter by 16 meter cargo ship built for Wagenborg and flying the flag of the Netherlands, recently made her maiden voyage to the Port of Baltimore. The vessel has a capacity of 475 TEUs.

**Agent:** Terminal Shipping Co.

**Stevedore:** Kinder Morgan Chesapeake Bulk

**Towing:** McAllister Towing of Baltimore



Inchcape's Matthew Lyneis, Capt. Mohammad W. Haque, MPA's Cynthia Burman, Bill Wade of Ceres and Jaimie Lacey of Subaru.

## Themis Leader Arrives in Dundalk

Measuring 199.94 meters in length and 32.26 meters in width, the NYK Line's *Themis Leader* loaded Roll-On/Roll-Off cargo at the Dundalk Marine Terminal. Flying the flag of Panama, the vessel is a pure car/truck carrier with a capacity of 5,415 units.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing:** Moran Towing of Maryland

# FLEXI-VAN LEASING, INC.

"Fifty years of service to the Intermodal Industry"

## Baltimore & Norfolk & Philadelphia Chassis Pools

\* Tri-Axle sliders available

\* 40-45 ft. extendable chassis available

## Chassis and Genset Leasing

## Chassis, Container, Trailer Repair

## Over 165,000 Leasable Chassis



**FLEXI-VAN SERVICE CENTER**

4901 Holabird Ave. Baltimore, MD

(410) 633-2400 ■ FAX (410) 633-2544 ■ [www.flexi-van.com](http://www.flexi-van.com)

## MOBILE FULL SERVICE SHIP REPAIR YARD

Emergency/Maintenance | Field & Shop Repairs | Machine Shop/Fabrications

Serving Baltimore, Wilmington & Philadelphia

Around-The-Clock Service

Floating Equipment To Service Vessels At Cargo Piers

Dry Dock & Wet Berth Services

RIDING CREWS TO SERVICE VESSELS WHILE UNDER WAY

## The General Ship Repair Corp.



1449 Key Highway, Baltimore, Maryland 21230

Phone: 410/752-7620 | Fax: 410/752-4650

[info@generalshiprepair.com](mailto:info@generalshiprepair.com)

[www.generalshiprepair.com](http://www.generalshiprepair.com)



**Industrial Division of The General Ship Repair Corporation**

**Commercial & Industrial Repairs | Structural & Mechanical Machining & Fabrications**

*"A Baltimore Tradition With Over Seventy-Five Years  
In The Same Location"*





STORY BY KATHY BERGREN SMITH

This is the view from the McCormick Spice Company's upper level in 1930. Looking up Light Street, horse-drawn freight carriages share the road with automobile traffic. At the wharf, in the foreground, is one of the Old Bay Line steamers.

The Baltimore Packet Company operated an overnight steamboat service between Baltimore and Norfolk, Va., from 1840 through 1962. The Old Bay Line was renowned for its excellent service and fine appointments. The dining room featured Chesapeake Bay specialties served by white-coated waiters. The main saloon hosted bingo and card games as well as "horse races" and musical shows well into the evening. Passengers slept in upper and lower berths and arrived in Norfolk just after breakfast. Service also ran from Norfolk to Baltimore, Washington to Norfolk and Richmond.

A voyage on the Old Bay Line was a memorable experience.

Best-selling author and Baltimorean Walter Lord mused, "Some magical blending of the best in the North and the South, made possible by the Company's unique role in 'bridging' the two sections. ... The North contributed its tradition of mechanical proficiency, making the ships so reliable; while the South contributed its gracious ease."

Jerry Smith, of Smith Shipyard in Curtis Bay, remembers traveling with his father when he was a child on the return trip from Norfolk. "I got to blow the whistle one morning upon arrival in Baltimore," Smith said. "I was so little and the whistle was so hard to pull down that Capt. Parker had to hold me up and use my weight to pull it down."

The "night boat" service ceased in 1962 and all that remains is the name. McCormick and Company continues to produce Old Bay, the unique Chesapeake spice blend named in tribute to the Old Bay Line. 🌐

THE ABOVE PHOTOGRAPH IS PROVIDED COURTESY OF THE BALTIMORE MUSEUM OF INDUSTRY AND IS PART OF THE MUSEUM'S BGE COLLECTION. VISIT THE BALTIMORE MUSEUM OF INDUSTRY AT 1415 KEY HIGHWAY ON THE SOUTH SIDE OF THE INNER HARBOR; CHECK OUT THEIR WEB SITE AT [WWW.THEBMI.ORG](http://WWW.THEBMI.ORG); OR CALL 410-727-4808. THE MUSEUM IS OPEN TUESDAY THROUGH SATURDAY, 10 A.M.-4 P.M. AND SUNDAY, 11 A.M.-4 P.M.



**WE'LL TAKE CARE OF YOUR FUEL NEEDS** You take care of your customers

Count On **CONVENIENCE**

On-site Fuel Management  
Automatic Delivery  
& Tank Monitoring  
Pump & Tank Rentals  
and Installations  
Lease Programs  
Generators Fueling  
24-hour Emergency Service

Count On **QUALITY**

Ultra Low Sulfur Diesel  
Off Road Dyed Diesel  
On Road Clear Diesel  
Winterized Diesel  
Premium Diesel  
Bio Diesel  
Heating Oil  
Kerosene  
Gasoline  
E10  
E85

Count On **VALUE**

Risk Management Programs —  
Including Price Caps  
& Fixed Pricing  
In-house Supply Strategies

**COUNT ON US**



**CIF CARROLL**  
**FUELS • SERVICE**  
[www.carrollfuel.com](http://www.carrollfuel.com)

*Call today to talk to a sales representative:*

**800.834.8590**

*Family owned and operated,  
Carroll takes pride in customer service.*

*Count on Carroll!*

Rick Callender  
443-463-5756

Courtney McGee  
410-935-9478

Mark Phelps  
443-506-2788





WAREHOUSING

# OVERFLO

WAREHOUSE, LLC

3010 Nieman Avenue  
Baltimore, Maryland 21230-2709  
410-646-5200  
web site: [www.overflo.com](http://www.overflo.com)

**TOLL FREE — 1-800-626-0616**  
**BALTIMORE**  
STORAGE & DISTRIBUTION

**We Keep Our Customers' Customers Happy!**

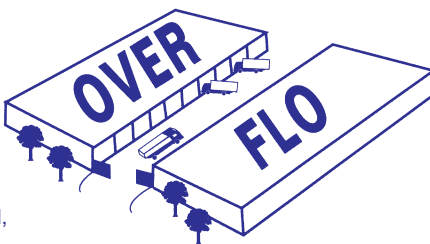
**OUR SPECIALTIES**

Value Added Services,  
Packing, Labels

Ask about our hi-tech  
sales plan. Pay only as  
your products sell, with a  
one-time charge.

Daily Deliveries: Maryland,  
Virginia, PA, DEL, NJ

U.S. Customs Bonded,  
Container Freight Station,  
I.C.C. Transportation Broker.



**Family Owned & Operated**  
**The Place For Space**

Best location in the entire  
USA — Baltimore, D.C.

On Routes: I-95, I-70,  
I-83, I-695. Within  
minutes of all piers &  
marine terminals.

Quick turnarounds on  
Sea Containers.

Over 2,500,000 Sq. Ft. of  
storage space,  
10 locations.  
alarmed/sprinklered.

## OUR FACILITIES AND SERVICES INCLUDE

- Fire & burglar monitored
- Contract warehousing
- Food grade warehouses
- AIB Certified & monitored
- EDI Communication/XML
- Continuous safety & sanitation
- Pick, pack, labeling & multi-paks
- Computerized inventory control
- U.P.S. & FEDEX On Line System
- Heavy duty cranes
- 30' high ceilings on one floor
- Fenced-in paved lot 26 acres
- Palletizing, marking & assembly
- Storage of alcohol products  
(licensed by State of Maryland)
- Flat-rate distribution
- 100 truck & 18 rail doors (12 inside)
- Packaging & crating
- Container stripping

**• Food Grade Warehouses (AIB Certified)**

E-mail: [gary@overflo.com](mailto:gary@overflo.com)

Web site: [www.overflo.com](http://www.overflo.com)

ALL TYPES OF LIFTS & EQUIPMENT  
EXTRA LARGE ROLL PAPER CLAMPS



EST. 1934



STORE YOUR OVERFLOW AT **OVERFLO**

WAREHOUSING